

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Lubrication Management Services

Manufacturing-Works

Transformation From Mining Services to Manufacturing

Client Profile:

Lubrication Management Service (LMS) is a mining tool service company located in Gillette, Wyoming. Primarily supporting equipment maintenance in the coal and oil industries, LMS employs 20 people.

Situation:

LMS hired a new employee from an existing manufacturer in the area who brought with him some ideas for new products that the former employer was not interested in pursuing. LMS had already been exposed to transformation ideas from the Center Director of Manufacturing-Works, a NIST MEP network affiliate, and wanted to pursue this new initiative to add diversity to the company. They contacted Manufacturing-Works for assistance.

Solution:

Manufacturing-Works provided the initial design for cantilevers, mass produced stair/bridge combinations, and certified engineering drawings of structures so the prototypes could be fabricated and prototypes deployed for final design changes. They finalized prototype modifications to final design plans, signed, certified and delivered to client for sales and fabrication. Manufacturing-Works will continue to act as the professional engineering staff for the company so that fabrication and placement can continue indefinitely. LMS is now building stairs, bridges and cantilevers for the railroad industry and providing that product line to Burlington-Northern Railroad throughout its multi-state operation. Negotiations have begun to do the same thing for the Union Pacific Railroad.

Results:

- * Provided new product line for Burlington-Northern Railroad with negotiations underway for the same with Union Pacific Railroad.
- * Developed new products.
- * Grown from 4 employees in 2000 to 29 employees in 2005.

Testimonial:

"Manufacturing-Works has provided significant leverage in our ability to design and build various infrastructure (stairs, etc.) by providing the certified design and methodology for fabrication and placement of our products to reduce costs and yet have a predictable, quality standard product everytime. Their professional engineering services have been, in particular, invaluable to our continued growth and success."

Ed Harris, Fabrication Manager